

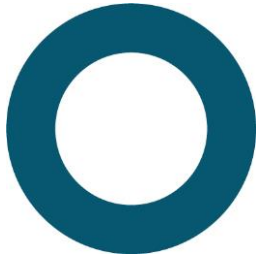
A collage of dark blue and white papers. One white paper in the foreground has the text 'OQEMA' printed on it. To the right, a dark blue paper features a large white circular logo. The background consists of overlapping papers with various patterns, including concentric circles and solid colors.

OQEMA

# OQEMA

## Company Presentation

OQEMA — same values/new opportunities



OQEMA

new name – same values

## OQEMA at a glance

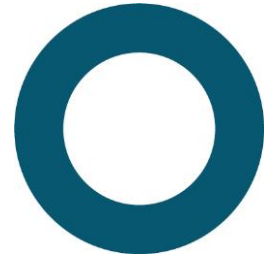


OQEMA is a **distributor of basic and specialty chemicals** with operations throughout Europe. Established in 1922, the company has advanced into the **top 10 chemical distribution companies within Europe.**

With almost **1,100 employees across 20 countries throughout Europe,** we have an enormous network of competent partners. Our customers profit from the **deep pool of knowledge and customised solutions.**

We are proud of the **numerous renowned suppliers** who entrust us with the distribution of their high-quality products.

# OQEMA network



OQEMA IS HEADQUARTERED IN GERMANY BUT PRESENT ALL OVER EUROPE

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**DE**

OQEMA

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**AT**

OQEMA

---

**BA**

INTERACT

---

**BE**

OQEMA

---

**BG**

OQEMA

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**CH**

OQEMA  
OQEMA Contract

---

**CZ**

OQEMA

---

**DE**

OQEMA

OQEMA Contract  
OQEMA Terminal  
OQEMA Process

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**FR**

QSO International

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**GB**

OQEMA

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**GR**

Quaron

---

**HU**

NOVOCHEM  
Pecsi Agroker

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**LT**

OQEMA

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**IE**

Rocara

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**IT**

EVS

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**NL**

OQEMA  
OQEMA Rotterdam

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**PL**

OQEMA

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**RO**

OQEMA

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**SI**

OQEMA

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**SK**

OQEMA

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**UA**

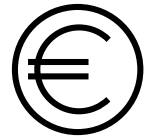
OQEMA

# OQEMA key figures\*

\* including shared ownership



OQEMA IS IN THE TOP 10 OF DISTRIBUTION COMPANIES IN EUROPE



**820**

M. € TURNOVER



**1.3**

MILLION T



**14,000**

PRODUCTS



**30,000**

CLIENTS



**1,100**

EMPLOYEES



**20**

COUNTRIES

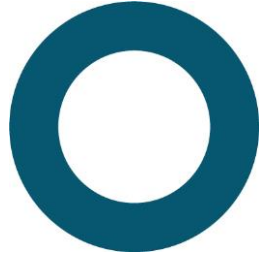


**900,000**

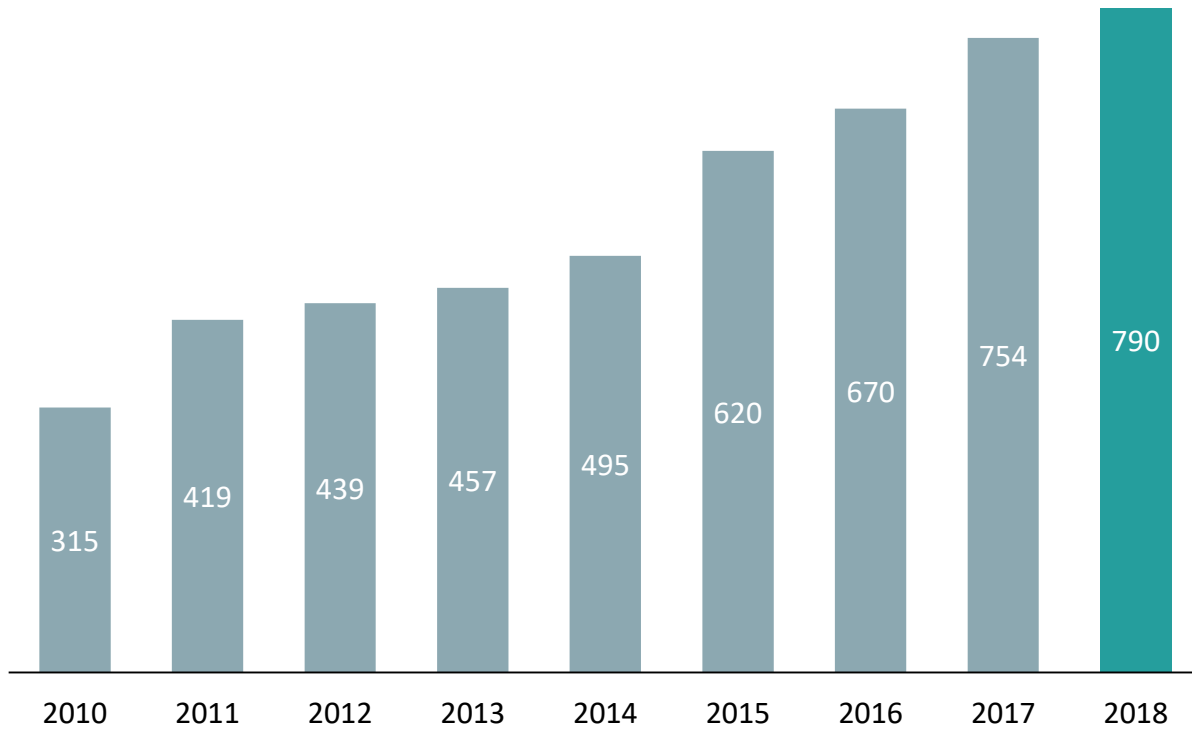
M<sup>2</sup> PREMISES

# OQEMA performance\*

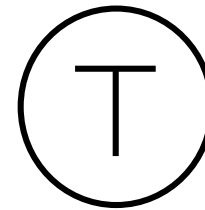
\* including shared ownership



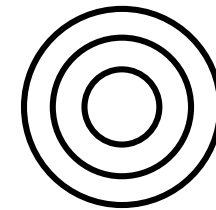
## NET. TURNOVER IN M. €



## 2019



**1.3**  
MILLION T

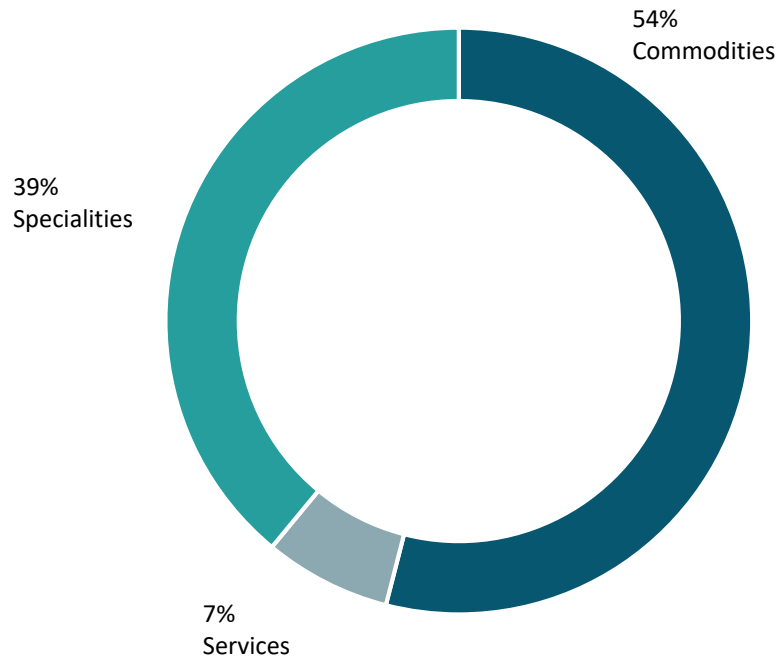


**20**  
COUNTRIES

# OQEMA products



## OUR PRODUCT PORTFOLIO



### COMMODITIES

Organics  
Inorganics  
Regenerates

ORGANISATION  
BY PRODUCTS

### SPECIALITIES

#### TECHNICAL

Adhesives & Sealants  
Automotive & Machinery  
Chemical Industry & Synthesis  
Construction  
Energy & Electronics  
Home Care & Industrial Cleaning  
Lubricants  
Metal & Surface Treatment  
Paint & Coatings  
Plastic & Rubber  
Printing & Packaging & Paper  
Textile & Leather

#### LIFE SCIENCE

Cosmetic & Personal Care  
Feed & Food  
Flavour & Fragrance  
Pharma

#### ENVIRONMENTAL

AdBlue®  
Agriculture  
Water Treatment

ORGANISATION  
BY INDUSTRIES

### SERVICES

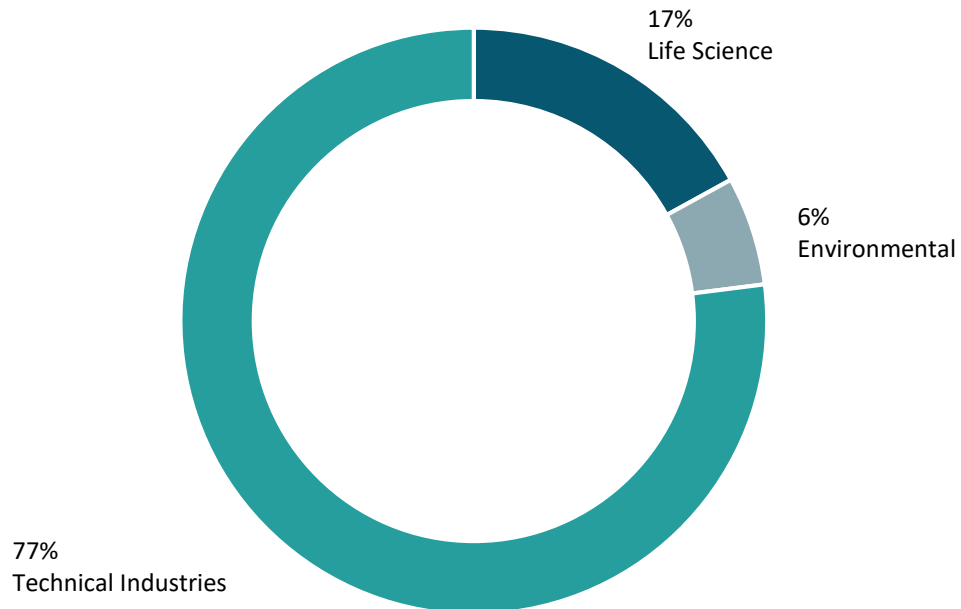
Technical Guidance  
Tailored Products  
Sourcing  
Logistics  
Recycling  
Corporate  
Responsibility  
Key Account  
Management

ORGANISATION  
BY CUSTOMER

# OQEMA industries



## OQEMA HAS ACCUMULATED PROFOUND KNOWLEDGE IN ITS CUSTOMERS' INDUSTRIES



### TECHNICAL INDUSTRIES

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- Adhesives & Sealants
- Automotive & Machinery
- Chemical Industry & Synthesis
- Construction
- Energy & Electronics
- Home Care & Industrial Cleaning
- Lubricants
- Metal & Surface Treatment
- Paint & Coatings
- Plastic & Rubber
- Printing & Packaging & Paper
- Textile & Leather

### LIFE SCIENCE

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- Cosmetic & Personal Care
- Feed & Food
- Flavour & Fragrance
- Pharma

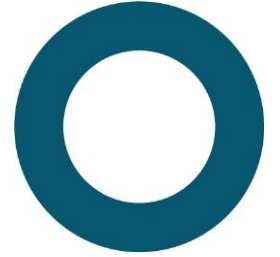
### ENVIRONMENTAL

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- AdBlue®
- Agriculture
- Water Treatment

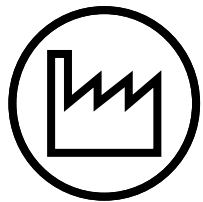


# OQEMA services



CUSTOMER-CENTERED SERVICE IS WHAT WE DO BEST

## OQEMA DIENSTLEISTUNGEN



SUPPLIER



**TAILORED PRODUCTS**

**LOGISTICS**

**RECYCLING**

**CORPORATE RESPONSIBILITY**

**KEY ACCOUNT MANAGEMENT**



CLIENT

# OQEMA locations



OQEMA IN EUROPE



# OQEMA locations / Germany

OQEMA GmbH



## SALES OFFICE + STORAGE



Mönchengladbach  
Leipzig  
Groß-Rohrheim  
Bobingen

## STORAGE



Ludwigshafen  
Düren

## SALES OFFICE



Berlin  
Cologne  
Stuttgart

## KEY FIGURES

**317**

MIO. € TURNOVER

**455**

THOUSAND T

**295**

EMPLOYEES

**9**

LOCATIONS

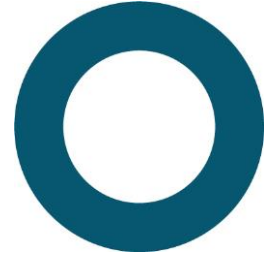
# OQEMA responsibility



OQEMA ACTS SUSTAINABLE AND RESPONSIBLE THROUGHOUT THE SUPPLY CHAIN



# OQEMA partnerships



WE CHERISH OUR STRONG PARTNERSHIPS WITH NUMEROUS RENOWNED SUPPLIERS

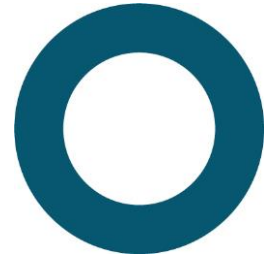


**Shell Chemicals**



# OQEMA culture

## Vision and mission



OQEMA IS ONE OF THE LEADING EUROPEAN DISTRIBUTORS WITH STRONG VALUES



### Our Vision

*Where we want to go*

We aim to be a **leading distributor for specialties and basic chemicals across Europe** providing **distinct solutions** to our customers and suppliers.

### Our Mission

*How we aim to get there*

We focus on our **customers' and suppliers' needs** and promote **openness** as a foundation to constantly **develop and progress**.

### Our Strategy

*What we want to achieve*

We **grow across Europe** by **driving synergies**, creating **exceptional service solutions** and cultivating our **traditional company values**.

# OQEMA culture

## Corporate values



OQEMA – WE STAND FOR LESS COMPLEXITY AND MORE VALUE



### Our Values

*What we stand for*

#### Reliability

We are **committed** to meeting the needs of our **clients and suppliers** – **rapidly, safely and reliably**.

#### Simplicity

With our small company mentality, our big company capability and our **flexible attitude** we **make everything possible** for our customers. We find solutions, **reduce complexity** and simplify processes.

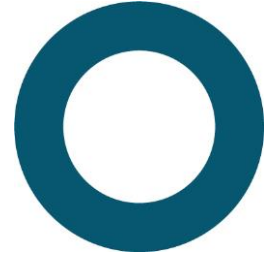
#### Expertise

We feel at home in our **customers' industries**. That's why we can support our partners with profound **technical know-how**.

We are **people working for the benefit of people**.

# OQEMA strategy

Value-oriented growth through synergies and customised services



## 6-POINT-PLAN TO GROWTH



### PEOPLE

Support entrepreneurial thinking and acting and get people to be enthusiastic working with OQEMA



### PORTFOLIO

Portfolio-focus of products and services



### PLANET

Improve all measures for ensuring the health and safety of people and environment



### PRESENCE

Grow through buy-and-build for a Europe-wide coverage



### PROGRESS

Identify future market trends and develop optimal structures, processes and synergies



### PERFORMANCE

Intensify customer-focused approach by thinking ahead and by creating innovative services

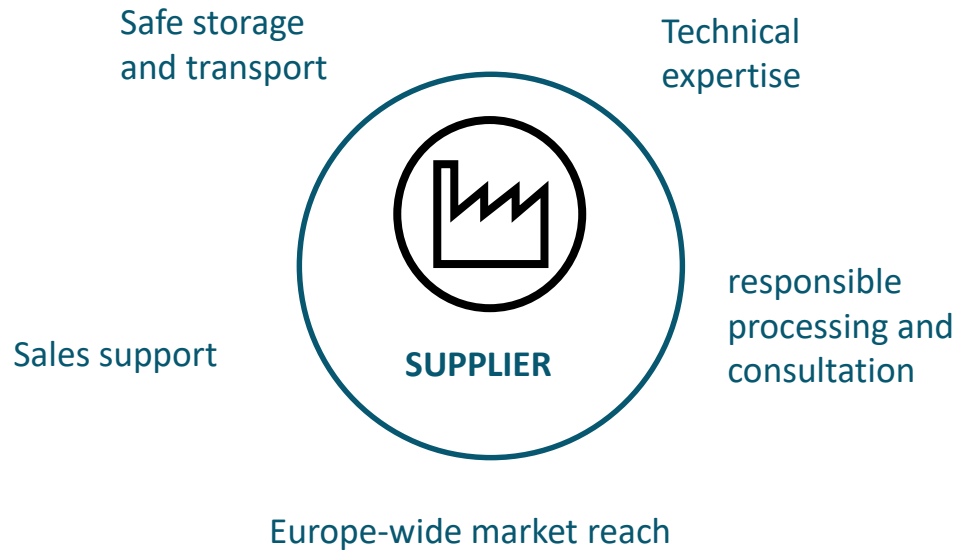


# OQEMA values

## Value proposition

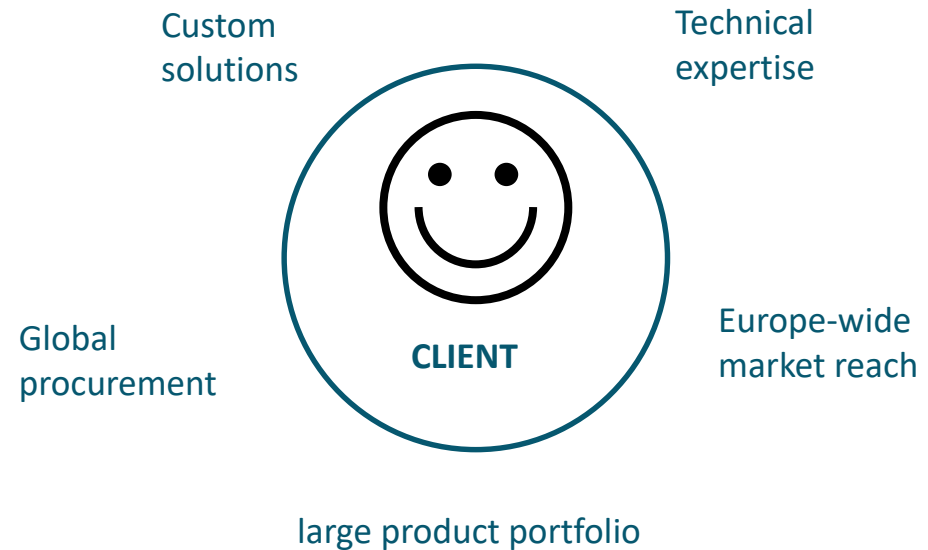


### SUPPLIER BENEFITS



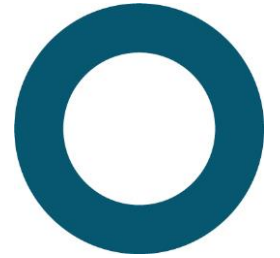
**We support our suppliers safely and efficiently in selling their products across Europe.**

### CLIENT BENEFITS



**We provide more than 13,000 basic and speciality chemicals – fast and safe, any size to any place.**

# OQEMA board



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**PETER  
OVERLACK**

CO-CEO

Responsibilities:

Corporate Communication, European Business Organics & Inorganics, logistics, compliance and internal auditing



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**HEINRICH  
EICKMANN**

CO-CEO

Responsibilities:

Corporate development, M&A, European Business Specialities, Key Account Management, Leadership Management



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**SABINE  
MORITZ**

CFO

Responsibilities:

Finance and accounting, controlling, IT and legal, insurance, HR

**Thank you!**

